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Coast Guard—The Little Guys of Resale Sail On

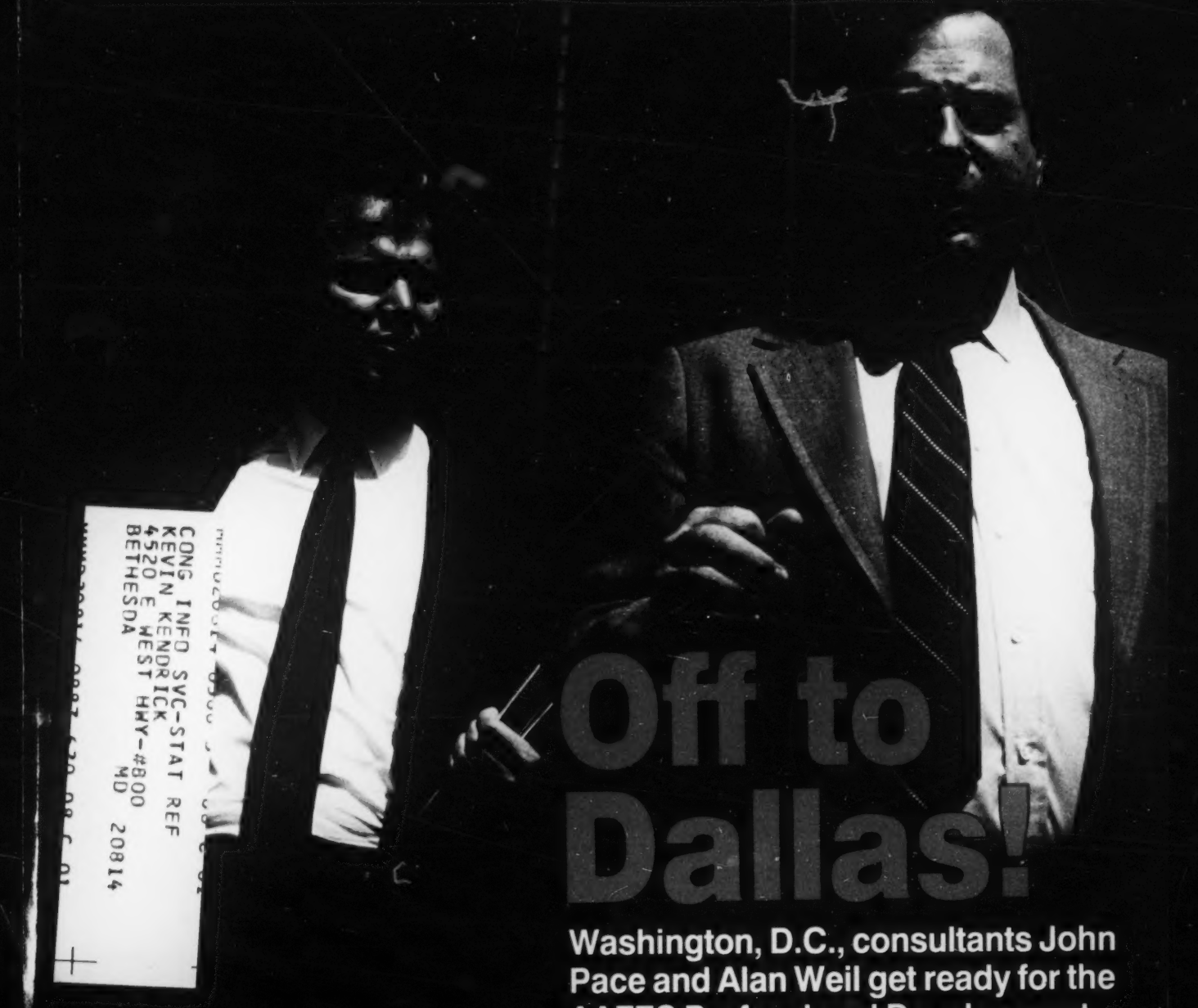
Despite

Salty Snacks Stay No. 1

Christmas in August: An Exchange

Military Market

MAGAZINE FOR THE MILITARY RESALE SYSTEM | ARMY TIMES PUBLISHING COMPANY | AUGUST 1987 $4.00



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Off to Dallas!

Washington, D.C., consultants John Pace and Alan Weil get ready for the AAFES Professional Development workshop in Dallas

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serving the military resale system

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MILITARY MARKET, (USPS 911-580): Published 12 times a year by the Army Times Publishing Co., a division of The Times Journal Co., Springfield, Va. 22159-0210. Single copies: $4; except January Buyers Guide, July Almanac & Directory: $10 each. Subscriptions: 1 year, $35 (outside U.S., $45.); 2 years, $60 (outside U.S., $75); 1 year, outside U.S. via airmail, $180. Second class postage paid at Springfield, Va. and additional mailing offices. **POSTMASTER:** Send address changes to Military Market Magazine, Springfield, Va. 22159-0210.

Military Market index

COMMISSARIES

		APRIL			YEAR TO DATE		
		CY'87	CY'86	% CHANGE	CY'87	CY'86	% CHANGE
	CONUS	$162,838	$155,897	4.45	$624,659	$616,099	1.39
	OVERSEAS	34,156	28,344	20.51	129,188	114,383	12.94
AIR FORCE	TOTAL	**196,973**	**184,241**	**6.91**	**753,826**	**730,482**	**3.20**
	CONUS	113,295	108,885	4.05	437,535	425,460	2.84
	OVERSEAS	38,640	36,015	7.29	150,465	137,550	9.39
ARMY	TOTAL	**151,935**	**144,900**	**4.86**	**588,000**	**563,010**	**4.44**
	CONUS	58,669	53,582	9.49	248,127	240,065	3.36
	OVERSEAS	6,566	6,439	1.97	28,028	25,433	10.20
NAVY*	TOTAL	**65,235**	**60,021**	**8.69**	**276,156**	**265,498**	**4.01**
	CONUS	13,432	14,081	-4.61	53,462	56,340	-5.11
	OVERSEAS	273	281	-2.85	1,053	1,050	0.29
MARINE CORPS	TOTAL	**13,705**	**14,362**	**-4.57**	**54,516**	**57,390**	**-5.01**
	CONUS**	254	248	2.42	1,008	1,002	0.60
	OVERSEAS	327	347	-5.76	1,297	1,254	3.43
COAST GUARD	TOTAL	**581**	**596**	**-2.52**	**2,305**	**2,257**	**2.13**
	CONUS	$348,488	$332,693	4.75	$1,364,791	$1,338,966	1.93
ALL	OVERSEAS	$79,962	$71,426	11.95	$310,031	$279,670	10.86
COMMISSARIES	TOTAL	**$428,450**	**$404,119**	**6.02**	**$1,674,822**	**$1,618,636**	**3.47**
GROCERY STORES	*U.S.[1]*	*$23.537*	*$22.129*	*6.36*	*$91.737*	*$88.603*	*3.54*

* Figures for Navy commissaries up to March 1986 have been adjusted to reflect previous errors. If you have any questions, please contact Joan Gleoggler at (703) 750-8196 for more information. ** Estimated

EXCHANGES

		APRIL			YEAR TO DATE		
		CY'87	CY'86	% CHANGE	CY'87	CY'86	% CHANGE
	CONUS	$278,482	$247,404	12.56	$954,339	$909,897	4.88
	OVERSEAS	213,746	177,210	20.62	722,836	647,463	11.64
AAFES	TOTAL	**492,228**	**424,614**	**15.92**	**1,677,175**	**1,557,360**	**7.69**
	CONUS[2]	98,538	94,310	4.48	343,154	316,877	8.29
	OVERSEAS[2]	42,586	38,858	9.59	150,898	135,389	11.46
NAVY	TOTAL[2]	**141,124**	**133,168**	**5.97**	**494,052**	**452,266**	**9.24**
	CONUS	30,926	28,240	9.51	109,796	105,606	3.97
	OVERSEAS	4,991	4,734	5.43	18,554	18,774	-1.17
MARINE CORPS	TOTAL	**35,917**	**32,973**	**8.93**	**128,350**	**124,381**	**3.19**
	CONUS[3]	6,926	7,067	-2.00	24,940	25,449	-2.00
	OVERSEAS[3]	516	526	-1.90	1,858	1,895	-1.95
COAST GUARD	TOTAL[3]	**7,442**	**7,593**	**-1.99**	**26,798**	**27,344**	**-2.00**
	CONUS[4]	1,428	1,241	15.07	6,127	5,510	11.20
	OVERSEAS[4]	2,170	3,709	-41.49	8,461	13,913	-39.19
MAIL ORDER	TOTAL[4]	**3,598**	**4,950**	**-27.31**	**14,588**	**19,423**	**-24.89**
	CONUS	$416,300	$378,262	10.06	$1,438,356	$1,363,339.	5.50
	OVERSEAS	$264,009	$225,037	17.32	$902,607	$817,434	10.42
ALL EXCHANGES	TOTAL	**$680,309**	**$603,299**	**12.76**	**$2,340,963**	**$2,180,773**	**7.35**
DEPARTMENT STORES	*U.S.[1]*	*$10.862*	*$9.916*	*9.54*	*$36.943*	*$34.856*	*5.99*

1) SOURCE: U.S. Department of Commerce. 2) Does not include sales of ship stores. 3) MM estimate, based on official data. 4) Includes consolidated sales for all services, including Coast Guard. NOTE: Individual figures may not add to totals because of rounding. All sales are expressed in thousands (add 000), except grocery stores and department stores, which are in billions. Commissary sales include appropriate surcharges; exchange sales include concession volume.
NOTE: Distribution of sales by CONUS and overseas is based on definition by respective service and system. Figures do not include sales tax.